

## **APPENDIX A**

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## **STATISTICS**

Table 1  
Jobs Supported by Goods & Services (G&S) Exports,  
by Exporting and Employing Sectors in 1994  
(In 1,000s of jobs)

<u>Exporting sectors</u>	<u>Employing sectors</u>							<u>Services</u>
	<u>All G&amp;S</u>	<u>All goods</u>	<u>Total</u>	<u>HT</u>	<u>NHT</u>	<u>Agriculture</u>	<u>Other goods</u>	
All goods & services (G&S) . . . . .	10,314.9	4,508.8	3,613.5	992.3	2,621.2	605.1	290.2	5,806.1
All goods . . . . .	6,836.2	4,107.7	3,325.3	925.6	2,399.7	540.3	242.1	2,728.5
Manufacturing, total . . . . .	5,589.5	3,342.3	3,196.1	897.7	2,298.4	35.8	110.5	2,247.2
High technology (HT) . . . . .	1,961.7	1,158.6	1,131.6	846.4	285.2	7.8	19.2	803.1
Non-high technology (NHT) . .	3,627.7	2,183.7	2,064.5	51.3	2,013.2	28.0	91.3	1,444.0
Agriculture . . . . .	934.6	591.0	89.0	7.6	8.4	493.8	8.2	343.6
Other goods . . . . .	312.1	174.4	40.3	3.4	36.9	10.7	123.4	137.7
Services . . . . .	3,478.7	401.1	288.2	66.7	221.5	64.8	48.1	3,077.6

Table 2 U.S. Exports of Goods and Services and the Jobs They Supported\*  
(Values in billion dollars; jobs in 1,000s)

	<u>Total exports</u>		<u>Goods exports</u>		<u>Services exports</u>	
	<u>Value</u>	<u>Jobs</u>	<u>Value</u>	<u>Jobs</u>	<u>Value</u>	<u>Jobs</u>
1983 . . . .	na	na	\$201.1	4,465	na	na
1984 . . . .	na	na	217.3	4,538	na	na
1985 . . . .	na	na	213.0	4,372	na	na
1986 . . . .	\$293.9	6,343	216.6	4,385	\$77.4	1,958
1987 . . . .	330.8	6,656	243.9	4,611	86.9	2,045
1988 . . . .	411.5	7,836	310.4	5,520	101.2	2,316
1989 . . . .	467.7	8,623	349.4	5,973	118.2	2,650
1990 . . . .	511.5	9,182	374.3	6,233	137.2	2,949
1991 . . . .	553.0	9,855	400.6	6,589	152.4	3,266
1992 . . . .	590.8	9,869	424.7	6,569	166.1	3,300
1993 . . . .	613.2	9,956	439.0	6,553	174.2	3,403
1994 . . . .	667.0	10,315	481.5	6,836	185.4	3,479

\* Exports are goods and services produced in the U.S. economy, as reported in April 1996. Data on goods exports are for domestic exports reported by the Bureau of the Census and thus exclude re-exports of foreign merchandise. Data on services exports are for exports of private business services (including royalties and fees) reported by the Bureau of Economic Analysis in the current account of international transactions. Data for jobs are in terms of full-time-equivalents.

Table 3  
Shares of Total U.S. Private Industry Employment Supported by Exports of Goods and Services, 1983-94  
(Number in 1,000s of full-time equivalent jobs; share in percent)

		Jobs supported by exports								
		All U.S. exports			Goods exports			Services exports		
		Share of--		Change in	Share of--		Change in	Share of--		Change in
Total private (number)	Number	U.S. total	U.S. total		U.S. total	U.S. total		U.S. total	U.S. total	
1983 ....	80,197	na	na	na	4,465	5.6	--	na	na	na
1984 ....	84,680	na	na	na	4,538	5.4	1.6	na	na	na
1985 ....	86,660	na	na	na	4,372	5.0	*	na	na	na
1986 ....	88,171	6,343	7.2	--	4,385	5.0	0.9	1,958	2.2	--
1987 ....	90,679	6,656	7.3	12.5	4,611	5.1	9.0	2,045	2.2	3.5
1988 ....	93,446	7,836	8.4	42.6	5,520	5.9	32.9	2,316	2.5	9.8
1989 ....	95,871	8,623	9.0	32.5	5,973	6.3	18.7	2,650	2.8	13.8
1990 ....	96,263	9,182	9.5	142.6	6,233	6.5	66.3	2,949	3.1	76.3
1991 ....	95,429	9,855	10.3	**	6,589	6.9	**	3,266	3.4	**
1992 ....	95,342	9,869	10.4	**	6,569	6.9	-23.0	3,300	3.5	**
1993 ....	97,483	9,956	10.2	4.1	6,553	6.7	*	3,403	3.5	4.8
1994 ....	101,112	10,315	10.2	9.9	6,836	6.8	7.8	3,479	3.4	2.1
1986-94 ..	--	--	--	30.7	--	--	18.9	--	--	11.8

Note: Jobs are in terms of full-time equivalents reported by the Bureau of Economic Analysis (BEA) and differ somewhat from employment reported by the Bureau of Labor Statistics. Data may not add due to rounding. Total private industry is the sum of total full and part time employees and self employed persons. Source of the total private: Bureau of Economic Analysis, *Survey of Current Business*, Jan.-Feb. 1996, Table 6.8C, and errata in Mar. 1996.

\* Not meaningful ratio, as total civilian employment increased and employment supported by goods exports decreased.

\*\* Not meaningful ratio, as total civilian employment decreased and employment supported by exports increased.

\*\*\* Estimated.

Table 4

Dependence of Total U.S. Private Employing Sectors on Jobs Supported by  
Domestic Demand and Exports of All Goods and Services in 1994  
(In full-time equivalent jobs)

<u>Employing sector</u>	<u>Total private<sup>a</sup></u>	<u>Thousands of jobs supported by--</u>		<u>Export-supported share of total (percent)</u>
		<u>Domestic demand</u>	<u>Exports</u>	
All goods and services <sup>b</sup>	90,797	10,315	10.2	
All goods sectors . . . .	22,360	17,851	4,509	20.2
Manufactures <sup>b</sup> . . . .	18,441	14,827	3,614	19.6
Agriculture . . . . .	1,978	1,373	605	30.6
Other goods . . . . .	1,941	1,651	290	14.9
Services . . . . .	78,752	72,165	5,806	7.4

federal, state, and local government jobs. Source: Table 6.8C of the "National Income and Product Accounts," reported by the U.S. Department of Commerce, Bureau of Economic Analysis in *Survey of Current Business*, January-February 1996 and errata in March 1996.

<sup>b</sup> Manufactures coverage is based on SITC 5-9.

Note: may not add due to rounding.

<sup>a</sup> Excludes

Table 5  
Average Hourly Earnings Paid All U.S. Non-Farm Production, Related and Other Non-supervisory Workers in Private Business in 1994  
and Those in Jobs Supported by (1) All Goods Exports and (2) High-Technology Manufacturing Industries' Exports  
(Earnings in dollars; export-supported advantage in percent)

<u>Employing sector</u>	<u>All private non-farm earnings</u>	<u>Workers supported by exports</u>					
		<u>Total Supported</u>		<u>Directly supported</u>		<u>Indirectly supported</u>	
		<u>Earnings</u>	<u>Advantage</u>	<u>Earnings</u>	<u>Advantage</u>	<u>Earnings</u>	<u>Advantage</u>
<u>(1) Workers in jobs supported by all goods exports:</u>							
All non-farm . . . . .	\$11.12	\$12.57	13%	\$13.38	20%	\$12.17	9%
Manufacturing . . . . .	12.06	13.55	12%	13.69	14%	13.34	11%
High-technology mfg. <sup>1</sup> *	14.85	*	14.67	*	14.71	*	
Other goods . . . . .	*	12.05	*	11.44	*	12.77	*
Services <sup>2</sup> . . . . .	*	11.56	*	**	*	11.56	*
<u>(2) Workers in jobs supported by high-technology industries' exports:</u>							
All non-farm . . . . .	\$11.12	\$13.09	18%	\$14.90	34%	\$12.06	8%
Manufacturing . . . . .	12.06	14.30	19%	14.90	24%	13.29	10%
High-technology mfg. <sup>1</sup> *	14.86	*	14.90	*	14.63	*	
Other goods . . . . .	*	13.71	*	**	*	13.71	*
Services <sup>2</sup> . . . . .	*	11.39	*	**	*	11.39	*

<sup>1</sup> High-technology industries based on the DOC-3 industry definition.

<sup>2</sup> Includes construction, transportation and utilities, trade, finance, insurance & real estate, and other services.

\* No data are separately published for earnings of all U.S. workers in the sector.

\*\* All jobs supported in the services sector jobs supported by merchandise exports are indirectly supported by the exports of goods producing sectors.

Source of private average hourly earnings: Bureau of Labor Statistics, *Employment and Earnings*, March 1995, Table B-15.

Table 6  
Jobs in All Sectors Supported by Exports of High-Technology  
and Non-High Technology Manufacturing Industries, 1983-94\*  
(In thousand full-time equivalent jobs)

	<u>All manufacturing</u>	<u>High technology</u>	<u>Non-high technology</u>	<u>High-tech share (percent)</u>
1983 . . . . .	3,241	1,212	2,029	37%
1984 . . . . .	3,355	1,233	2,122	37
1985 . . . . .	3,362	1,265	2,097	38
1986 . . . . .	3,408	1,288	2,120	38
1987 . . . . .	3,607	1,399	2,208	39
1988 . . . . .	4,344	1,652	2,692	38
1989 . . . . .	4,735	1,756	2,979	37
1990 . . . . .	4,986	1,962	3,024	39
1991 . . . . .	5,330	2,044	3,286	38
1992 . . . . .	5,309	1,959	3,350	37
1993 . . . . .	5,374	1,886	3,488	35
1994 . . . . .	5,590	1,962	3,628	35

\* Manufactures is based on SITC 5-9. High-tech industries are identified by the so-called Department of Commerce DOC-3 definition.

Note: May not add to totals due to rounding.

Table 7  
Contribution to Change in Total Number of Jobs Supported in All Industries  
by Exports of High-Technology Industries  
(In percentage points change)

	<u>Total jobs</u>	<u>Real exports (1994\$)</u>	<u>All other factors</u>		
			<u>Total</u>	<u>Of which-- Productivity</u>	<u>Other</u>
1983-86 . . . .	+6.2	+14.8	-8.6	-7.5	-1.1
1986-91 . . . .	+58.8	+83.0	-24.2	-13.2	-11.0
1991-94 . . . .	-4.0	+9.3	-13.3	-12.2	-1.1

Table 8  
Jobs in High-Technology Industries Supported  
by All Goods Exports, 1991-94  
(in 1,000 of jobs)

<u>Employing industry</u>	<u>1991</u>	<u>1994</u>	<u>Change</u>
Total, direct and indirect . . . . .	<u>1,063.2</u>	<u>925.6</u>	<u>-137.6</u>
Of which--			
Electronic components . . . . .	190.1	177.1	-13.0
Computing equipment . . . . .	171.3	128.9	-42.4
Aircraft, engines, & parts . . . . .	319.1	241.1	-78.0
Other . . . . .	382.7	378.5	-4.2
Direct (own exports):			
Total . . . . .	<u>800.4</u>	<u>705.1</u>	<u>-95.3</u>
of which:			
Electronic components . . . . .	124.5	121.5	-3.0
Computing equipment . . . . .	141.7	107.8	-33.9
Aircraft, engines, & parts . . . . .	256.0	192.1	-63.9
Other . . . . .	278.2	283.7	+5.5
Indirect (other goods exports):			
Total . . . . .	<u>262.8</u>	<u>220.5</u>	<u>-42.3</u>
of which:			
Electronic components . . . . .	65.6	55.6	-10.0
Computing equipment . . . . .	29.6	21.1	-8.5
Aircraft, engines, & parts . . . . .	63.1	49.0	-14.1
Other . . . . .	104.5	94.8	-9.7

Table 9  
Total Jobs Supported by Goods and Services Exports, Arrayed by  
Exporting Sector and Employment Demand Source They Support, in 1994  
(Thousand full-time equivalent jobs)

<u>Demand Source</u>	<u>Exporting sector</u>					
	<u>Goods industries</u>					<u>Services industries</u>
	<u>All Sectors</u>	<u>All Goods</u>	<u>Manufac-turing**</u>	<u>Agri-culture</u>	<u>Other Goods</u>	
Total . . . . .	10,315	6,836	5,590	935	312	3,479
Direct output for exports	2,295	1,963	244	88	2,090	
Indirect demand (including indirect from own industry), total* . .	5,930	4,541	3,627	691	224	1,389
Upstream:						
Intermediate inputs	3,084	2,466	484	134	1,132	
Capital goods . . .	702	496	395	71	30	206
Downstream:						
Trade margins . . .	1,011	961	766	135	60	50

\* Indirect demand includes goods and services of export-related employment directly and indirectly required by that source, regardless whether from that source sector or others.

\*\* Manufactures coverage is based on SITC 5-9.

Table 10  
Jobs in Individual Industries Supported Directly and Indirectly  
by Goods and Services Exports in 1994  
(in 1,000s of jobs)

<u>Employing industries</u>	<u>Total</u>	<u>Directly Supported</u>	<u>Indirectly Supported</u>
<u>Total Goods and Services Exports</u>			
Total . . . . .	<u>10,315</u>	<u>4,385</u>	<u>5,930</u>
Agriculture . . . . .	605	247	358
Manufacturing . . . . .	3,613	1,991	1,622
of which:			
High technology . . . . .	993	715	278
Other manufacturing . . .	2,620	1,276	1,344
Other goods producing .	290	101	189
Services . . . . .	5,806	2,046	3,760
<u>Goods Exports</u>			
Total . . . . .	<u>6,836</u>	<u>2,295</u>	<u>4,541</u>
Agriculture . . . . .	540	244	296
Manufacturing . . . . .	3,325	1,963	1,362
of which:			
High technology . . . . .	926	705	221
Other manufacturing . . .	2,399	1,258	1,141
Other goods producing .	242	88	154
Services . . . . .	2,728	0	2,728
<u>Services Exports</u>			
Total . . . . .	<u>3,479</u>	<u>2,090</u>	<u>1,389</u>
Agriculture . . . . .	65	3	62
Manufacturing . . . . .	288	28	260
of which:			
High technology . . . . .	67	10	57
Other manufacturing . . .	221	18	203
Other goods producing .	48	13	35
Services . . . . .	3,078	2,046	1,032

Note: totals may not add due to rounding.

Table 11  
Leading Individual Industries with Total Jobs Directly and Indirectly Supported  
by Goods and Services Exports in 1986 and 1994  
(in 1,000s of jobs; percent change)

<u>Employing industries</u>	<u>Jobs supported by exports</u>		<u>Percentage change</u>
	<u>1986</u>	<u>1994</u>	
	<u>Goods exports</u>		
Wholesaling* . . . . .	564	939	+67%
Trucking* . . . . .	137	241	+75
Electronic components . . . . .	157	177	+13
Motor vehicle pts. & eq. . . . .	89	150	+69
Printing & publishing . . . . .	67	137	+105
Financial services* . . . . .	76	132	+72
Electronic computing eq. . . . .	139	129	-8
Grains . . . . .	111	119	+8
Aircraft (ex. engines) . . . . .	85	112	+33
Machine tools & dies . . . . .	59	94	+60
. . . . .			
	<u>Services exports</u>		
Hotel, personal, repair . . . . .	337	618	+84
Misc. business & professional . . .	218	478	+119
Restaurants & bars . . . . .	215	471	119
Financial services . . . . .	166	210	+31
Wholesaling . . . . .	120	182	+52
Air transport . . . . .	81	171	+112
Other transport** . . . . .	72	133	+84
Printing & publishing*** . . . . .	27	51	+86
Trucking . . . . .	29	47	+63
Communications . . . . .	32	43	+32

Note: totals may not add due to rounding.

\* Jobs in services industries all indirectly supported by goods exports.

\*\* All transportation, except rail, trucking, water borne, and pipelines.

\*\*\* Jobs in manufacturing that are all indirectly supported by services exports.

Table 12  
Jobs Supported individual Employing Industries by All Goods Exports  
Total, Directly and Indirectly, in 1994  
(Thousand full-time equivalent jobs)

<u>Employing Industry</u>	<u>Total</u>	<u>Directly supported</u>	
		<u>Number</u>	<u>Share</u>
Total, all industries . . . . .	<u>6,836</u>	<u>2,295</u>	34
%			
<u>Agriculture, Total</u> . . . . .	<u>540</u>	<u>244</u>	45
Grains & products . . . . .	119	76	63
Soybeans & other oil bearing crops . . . . .	88	64	73
Cotton . . . . .	25	19	79
Tobacco & products . . . . .	17	6	37
Livestock, poultry & products . . . . .	99	29	29
<u>Other Non-manufactured Goods, Total</u> . . . . .	<u>242</u>	<u>88</u>	36
Forestry products . . . . .	83	33	39
Fishery . . . . .	26	25	96
Coal . . . . .	18	9	50
Crude & refined petroleum . . . . .	27	4	15
Natural gas . . . . .	26	1	3
<u>Manufactures, Total***</u> . . . . .	<u>3,325</u>	<u>1,963</u>	59
Textile mill products . . . . .	87	37	42
Apparel & accessories . . . . .	87	69	80
Furniture & fixtures . . . . .	40	23	58
Paper mill & paperboard products . . . . .	49	15	34
Printing & publishing products . . . . .	137	26	19
Industrial organic chemicals . . . . .	66	32	48
Plastics, synthetic resins, non-vulcanized elastomers & manmade fibers . . . . .	48	26	54
Inorganic chemicals . . . . .	32	15	47
Drugs & Medicines . . . . .	27	24	90
Glass & products . . . . .	22	11	52
Primary iron & steel . . . . .	38	8	22
Other primary non-ferrous metals . . . . .	91	7	7
Internal combustion engines, ex. diesel motor vehicle & aircraft . . . . .	26	18	68
Farm machinery, equipment . . . . .	25	13	52
Construction machinery . . . . .	25	21	84
Oil & gas field machinery . . . . .	31	29	93
Machine tools, dies & accessories . . . . .	94	34	36
Pumps & compressors . . . . .	20	14	71
Carburetors, pistons, rings, etc. . . . .	25	6	26
Electronic computing equipment . . . . .	129	108	84
Refrigeration & heating equipment . . . . .	24	16	68
Radio & TV broadcast & other communication equipment . . . . .	60	52	87

(continued)

Table 12--Continued  
Jobs Supported in Individual Employing Industries by All Goods Exports  
Total, Directly and Indirectly, in 1994  
(Thousand full-time equivalent jobs)

<u>Employing Industry</u>	<u>Total</u>	<u>Directly supported</u>	
		<u>Number</u>	<u>Share</u>
Phonograph and other recording media . . .	34	32	97%
Solid state semiconducting devices . . . . .	93	79	85
Other electronic components & accessories <sup>84</sup>	43	51	
Motor vehicles & auto bodies . . . . .	42	33	79
Other motor vehicle equipment . . . . .	150	104	69
Aircraft . . . . .	112	102	91
Aircraft & missile engines . . . . .	56	34	62
Other aircraft & missile parts . . . . .	94	55	75
Electrical measuring instruments . . . . .	44	31	70
Other instruments for measuring, controlling & testing . . . . .	80	54	67
Medical instruments . . . . .	34	32	95
<u>Services, Total</u> . . . . .	<u>2,728</u>	<u>0</u>	<u>0</u>
Rail transportation . . . . .	39	0	0
Trucking . . . . .	241	0	0
Air transportation . . . . .	52	0	0
Misc. business & professional services . . .	504	0	0
Restaurants & bars . . . . .	81	0	0
Real estate . . . . .	53	0	0
Hotel, personal, repair services . . . . .	125	0	0
Auto repair & rental . . . . .	57	0	0
Wholesale & retail trade . . . . .	939	0	0
Retail . . . . .	62	0	0
Communications . . . . .	65	0	0
Utilities . . . . .	46	0	0
Financial . . . . .	132	0	0
Construction, incl. maintenance & repair . .	110	0	0
<u>Addendum on Manufacturing:</u>			
High-technology manufacturing . . . . .	926	705	76
Non-high technology manufacturing . . . . .	2,400	1,258	52

\* Individual sectors do not add to sector subtotals due to absence from listing of other classes.

\*\* Manufactures based on SITC 5-9.

\*\*\* Assumes all estimated undocumented exports to Canada are manufactures. No product breakdown is available.

Table 13  
Jobs Supported in Individual Employing Industries by All Services Exports  
Total, Directly and Indirectly, in 1994  
(Thousand full-time equivalent jobs)

<u>Employing Industry</u>	<u>Total</u>	<u>Directly supported</u>	
		<u>Number</u>	<u>Share</u>
Total, all industries . . . . .	<u>3,479</u>	<u>2,090</u>	60
%			
<u>Agriculture, Total</u> . . . . .	<u>65</u>	<u>3</u>	5
Livestock, poultry, & products . . . . .	10	0	0
<u>Other Non-manufactured Goods, Total</u> . . . . .	<u>48</u>	<u>13</u>	27
Crude & refined petroleum . . . . .	32	12	39
<u>Manufactures, Total</u> . . . . .	<u>288</u>	<u>28</u>	10
Printing & publishing products . . . . .	51	2	3
Aircraft . . . . .	14	0	0
Furniture & fixtures . . . . .	11	2	19
<u>Services, Total</u> . . . . .	<u>3,078</u>	<u>2,046</u>	66
Transportation, total . . . . .	278	209	75
Rail . . . . .	19	14	74
Trucking . . . . .	47	11	24
Water . . . . .	37	32	85
Air . . . . .	171	151	88
Trade, total . . . . .	209	65	31
Wholesale . . . . .	182	62	34
Retail . . . . .	27	2	9
Construction . . . . .	55	5	9
Other Services:			
Other transportation services . . . . .	133	70	52
Communications . . . . .	43	11	26
Utilities . . . . .	14	1	7
Financial . . . . .	210	113	54
Misc. business & professional services . .	478	200	42
Restaurants & bars . . . . .	471	422	90
Real estate . . . . .	41	7	17
Hotel, personal, & repair . . . . .	618	566	92
Auto repair & rental . . . . .	17	0	1

\* Individual sectors do not add to sector subtotals due to absence from listing of other classes.

\*\* Manufactures based on SITC 5-9.

Table 14  
Jobs Supported by Goods Exports, by Major Foreign Market, 1983-94\*  
(Thousand full-time equivalent jobs)

		Foreign Market									
		<u>Total</u>	<u>Canada</u>	<u>Mexico</u>	<u>Other Latin America</u>	<u>Japan</u>	<u>EC-12</u>	<u>China</u>	<u>Hong Kong</u>	<u>Taiwan</u>	<u>Other</u>
1983	....	4,465	912	201	287	478	798	48	55	94	1,591
1984	....	4,538	1,021	247	286	482	776	64	62	96	1,505
1985	....	4,372	1,026	278	279	452	740	81	54	91	1,370
1986	....	4,385	1,040	250	308	485	766	64	57	104	1,311
1987	....	4,611	1,052	272	312	524	823	66	70	132	1,360
1988	....	5,520	1,188	368	332	658	1,083	88	93	199	1,511
1989	....	5,973	1,260	426	323	743	1,203	104	99	180	1,635
1990	....	6,233	1,314	472	339	777	1,294	85	100	180	1,672
1991	....	6,589	1,309	554	407	776	1,318	107	122	203	1,793
1992	....	6,569	1,292	641	458	732	1,239	113	126	222	1,746
1993	....	6,553	1,366	627	460	709	1,146	123	131	229	1,762
1994	....	6,836	1,460	729	504	754	1,133	138	151	229	1,738

\* Jobs supported by services exports are not available by individual national markets.

Table 15  
Jobs Supported by Goods Exports to Individual Foreign Markets,  
by Exporting Sector in 1994\*  
(Thousand full-time equivalent jobs)

<u>Exporting sector</u>	<u>Total</u>	<u>Foreign Market</u>								<u>Other</u>
		<u>Canada</u>	<u>Mexico</u>	<u>Other Latin America</u>	<u>Japan</u>	<u>EC-12</u>	<u>China</u>	<u>Hong Kong</u>	<u>Taiwan</u>	
All Goods Sectors . . .	<u>6,836</u>	<u>1,460</u>	<u>729</u>	<u>504</u>	<u>754</u>	<u>1,133</u>	<u>138</u>	<u>151</u>	<u>229</u>	<u>1,738</u>
Manufactures** . . . .	5,590	1,317	617	434	449	954	106	122	177	1,413
Agriculture . . . . .	935	99	93	54	203	122	28	25	43	266
Other Goods . . . . .	312	43	19	16	101	57	3	4	10	59

\* Jobs supported by services exports to individual foreign markets are not available.

\*\* Manufactures based on SITC 5-9.

Note: may not add due to rounding.

Table 16  
Average Number of U.S. Jobs Supported Per Billion Current Dollars  
of U.S. Goods and Services Exports, 1983-94\*  
(In full-time equivalent jobs)

	<u>Goods Exports</u>	<u>Services Exports</u>
1983 .....	22,203	**
1984 .....	20,884	**
1985 .....	20,526	**
1986 .....	20,246	25,297
1987 .....	18,905	23,533
1988 .....	17,784	22,885
1989 .....	17,095	22,420
1990 .....	16,652	21,494
1991 .....	16,448	21,430
1992 .....	15,467	19,868
1993 .....	14,927	19,535
1994 .....	14,197	18,765
Decrease: 1986-94 . .	-29.9%	-25.8%

\* Includes jobs indirectly supported in other sectors.  
For example, the average for goods exports includes jobs indirectly supported in the services sector, and vice versa. The average for goods exports is based on the value of domestic merchandise, valued f.a.s. port of exportation, including special category exports and undocumented exports to Canada.

\*\* Not available.

Table 17  
U.S. Jobs Supported by Goods and Services Exports\*  
(Jobs in 1,000s)

	<u>Total exports</u>		<u>Goods exports</u>		<u>Services exports</u>	
	<u>Old</u>	<u>New</u>	<u>Old</u>	<u>New</u>	<u>Old</u>	<u>New</u>
1983 . . . .	na	na	4,836	4,465	na	na
1984 . . . .	na	na	4,887	4,538	na	na
1985 . . . .	na	na	4,702	4,372	na	na
1986 . . . .	8,685	6,343	4,679	4,385	2,006	1,958
1987 . . . .	6,994	6,656	4,906	4,611	2,088	2,045
1988 . . . .	8,192	7,836	5,836	5,520	2,355	2,316
1989 . . . .	9,030	8,623	6,328	5,973	2,702	2,650
1990 . . . .	9,630	9,182	6,589	6,233	3,041	2,949
1991 . . . .	10,315	9,855	6,966	6,589	3,349	3,266
1992 . . . .	10,465	9,869	7,026	6,569	3,439	3,300
1993 . . . .	na	9,956	na	6,553	na	3,403
1994 . . . .	na	10,315	na	6,836	na	3,479

\* Excludes exports of foreign merchandise.

Figure 18  
Increase in Jobs Supported by Goods Exports to Major Foreign Markets  
between 1986 and 1994  
(In 1,000 jobs, and percent increase)

<u>Foreign market</u>	<u>Increase in--</u>	
	<u>1,000s</u>	<u>Percent</u>
All markets . . . . .	+2,451	+56%
Canada . . . . .	420	40
Mexico . . . . .	479	192
Other Latin America . .	196	64
Japan . . . . .	269	56
EC-12 . . . . .	367	48
China . . . . .	74	116
Hong Kong . . . . .	94	165
Taiwan . . . . .	125	120
All other . . . . .	427	33